

The Cost and Pricing 1 Day Workshop

March 2, 2006

at

U.S. SBA Indiana District Office
8500 Keystone Crossing, Suite 400
Indianapolis, IN 46240



Paul Gunn

Lead Cost and Pricing Workshop Instructor:

(There is also a special bonus **Cost and Pricing Workshop** scheduled for the 3rd day for small business personnel who are or may become involved in the accounting, finance, pricing, cost proposal or contract administrative functions). Make sure you inquire about this **special bonus class**.

- Improve your understanding of the psychology of success in government contracting
- Review the basic terminology associated with the indirect rate and accounting system processes
- Identify some typical business cost elements that make up indirect costs
- Examine a typical basic formula, the variables, and structure of indirect rates
- Identify the requirements for a government acceptable accounting system
- Review an actual, acceptable accounting system structure
- Provide dependable resources for remaining current with changes
- Reinforce learning with interactive exercises and handouts
- Provide information to avoid trouble while minimizing fines, penalties and interest

Who Should and Can Attend? The accountant, contract administrator, business manager, cost or pricing specialist or anyone else involved in the day-to-day financial or cost activities of the firm.

****Don't Forget**** All you have to bring is a pencil/pen, note paper, and a basic hand-held calculator as we work through a few exercises *together*.

Participants do not have to attend the 2-day Basic Workshop training in order to attend the Cost and Pricing Workshop Training, but, the firm must meet the eligibility criteria as set forth by the SBA. "ANY REPRESENTATIVE FROM THE FIRM INVOLVED IN THE BASIC CEO/EXECUTIVE DEVELOPMENT WORKSHOP CAN ATTEND THE COST AND PRICING WORKSHOP SEPARATELY."

Register for training at: <http://www.ussmc.com> (scroll to bottom of this page to see registration area)

Please note: These are two (2) Separate Classes. You must register separately for each class if interested in attending both.

To obtain additional information, please contact:

Kathy Ragland, SBA Indiana District Office
(317) 226-7272 or <mailto:kathy.ragland@sba.gov>

This is a basic business workshop exclusively for 7(j)/8(a) developmental eligible small business owners. **The class size is limited to 24 participants for each session. Only (1) representative from each firm is permitted.** This is a business workshop exclusively for 7(j) eligible small business owners. Register online for the workshop at: <http://www.ussmc.com> Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance of the workshop.